



Greater Toronto Area Low Rise Projects

New Homes Monthly Market
Report Data as of October 2021

GTA Overview

Altus Data Solutions Monthly Market Report - GTA New Homes Overview

Monthly Sales	Oct-21		Oct-20		Change
High Rise	3,168		2,494		27.0%
Low Rise	1,112		1,882		-40.9%
Total	4,280		4,376		-2.2%
Year to Date Sales	Jan.-Oct. 2021		Jan.-Oct. 2020		Y/YChange
High Rise	26,305		17,838		47.5%
Low Rise	12,313		14,017		-12.2%
Total	38,618		31,855		21.2%
Year to Date Supply	Jan.-Oct. 2021		Jan.-Oct. 2020		Y/YChange
High Rise	25,377		17,205		47.5%
Low Rise	11,075		8,345		32.7%
Total	36,452		25,550		42.7%
Year to Date Completions	Jan.-Oct. 2021		Jan.-Oct. 2020		Y/YChange
High Rise	15,618		17,906		-12.8%
Remaining Inventory	Oct-21	Sep-21	Oct-20	M/M Change	Y/YChange
High Rise	11,973	10,918	12,037	9.7%	-0.5%
Low Rise	1,138	1,290	3,697	-11.8%	-69.2%
Total	13,111	12,208	15,734	7.4%	-16.7%
Benchmark Price	Oct-21	Sep-21	Oct-20	M/M Change	Y/YChange
High Rise	\$1,052,208	\$1,036,831	\$990,880	1.5%	6.2%
Low Rise	\$1,656,043	\$1,573,764	\$1,211,141	5.2%	36.7%
Projects	New Openings	All Active	Under Const.	Pre-Const.	
High Rise Projects	18	354	315	146	
High Rise Units	4,259	91,632	83,133	35,153	
% Sold*	69%	87%	94%	81%	
Low Rise Projects	10	187			
Low Rise Units	529	17,165			
% Sold*	83%	98%			

* Condominium projects opening within the last 10 days of the month cannot register firm sales. This calculation uses only those projects opening early enough to record firm sales.

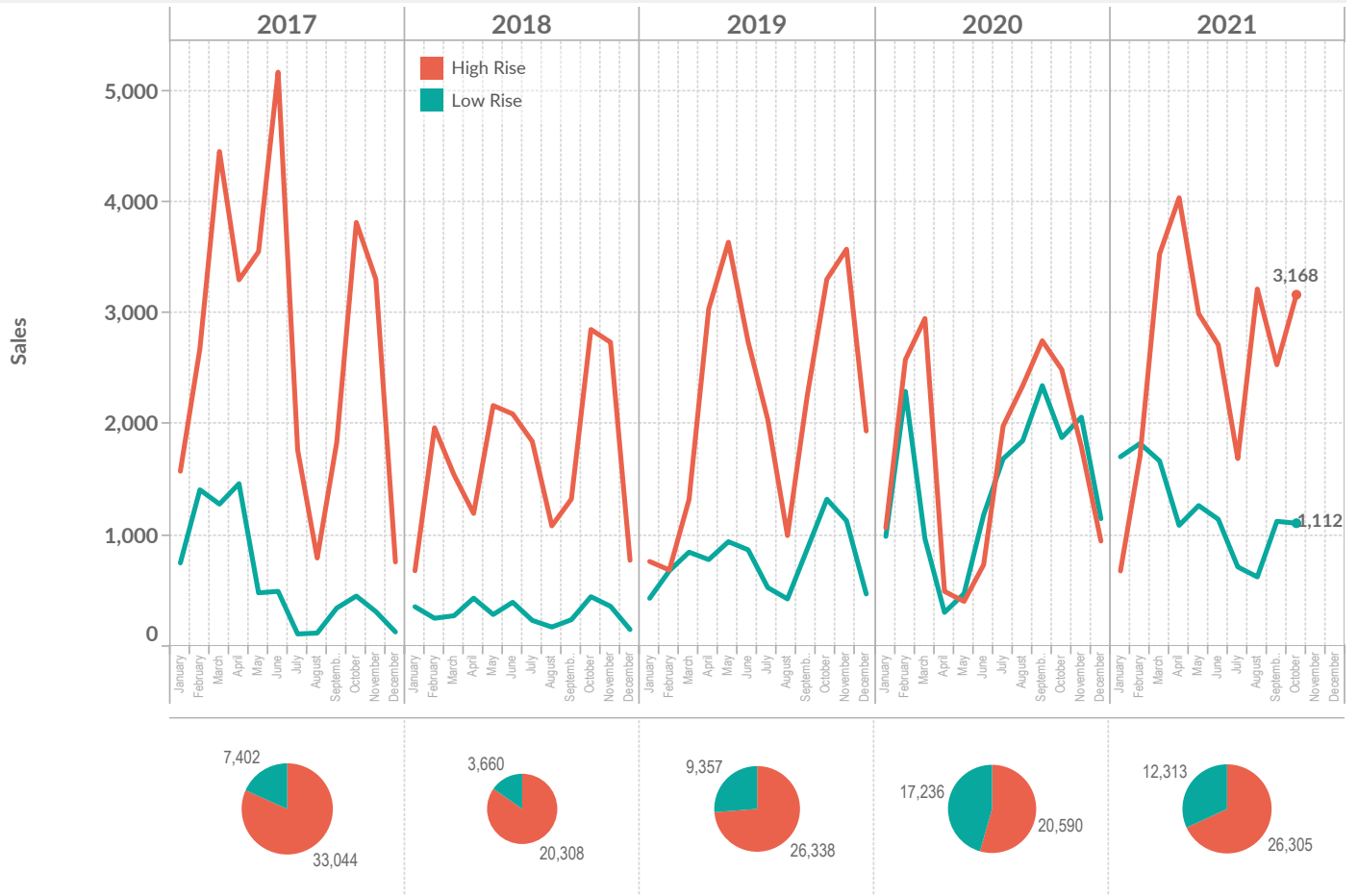
All Active includes all projects actively marketing available remaining inventory regardless of their construction status.

Under Construction includes all projects, regardless of whether sold out or not, that are currently under construction.

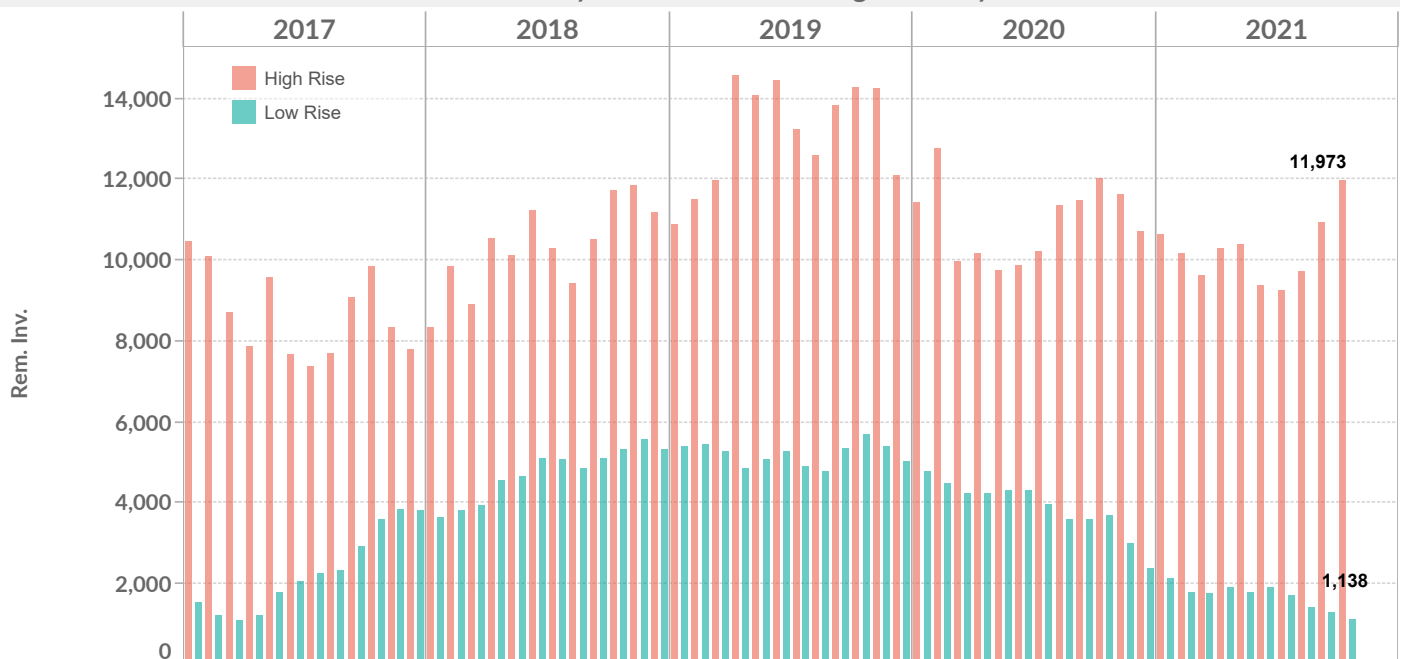
Pre-Construction includes all projects, regardless of whether sold out or not, that have not commenced construction.

Sales & Remaining Inventory

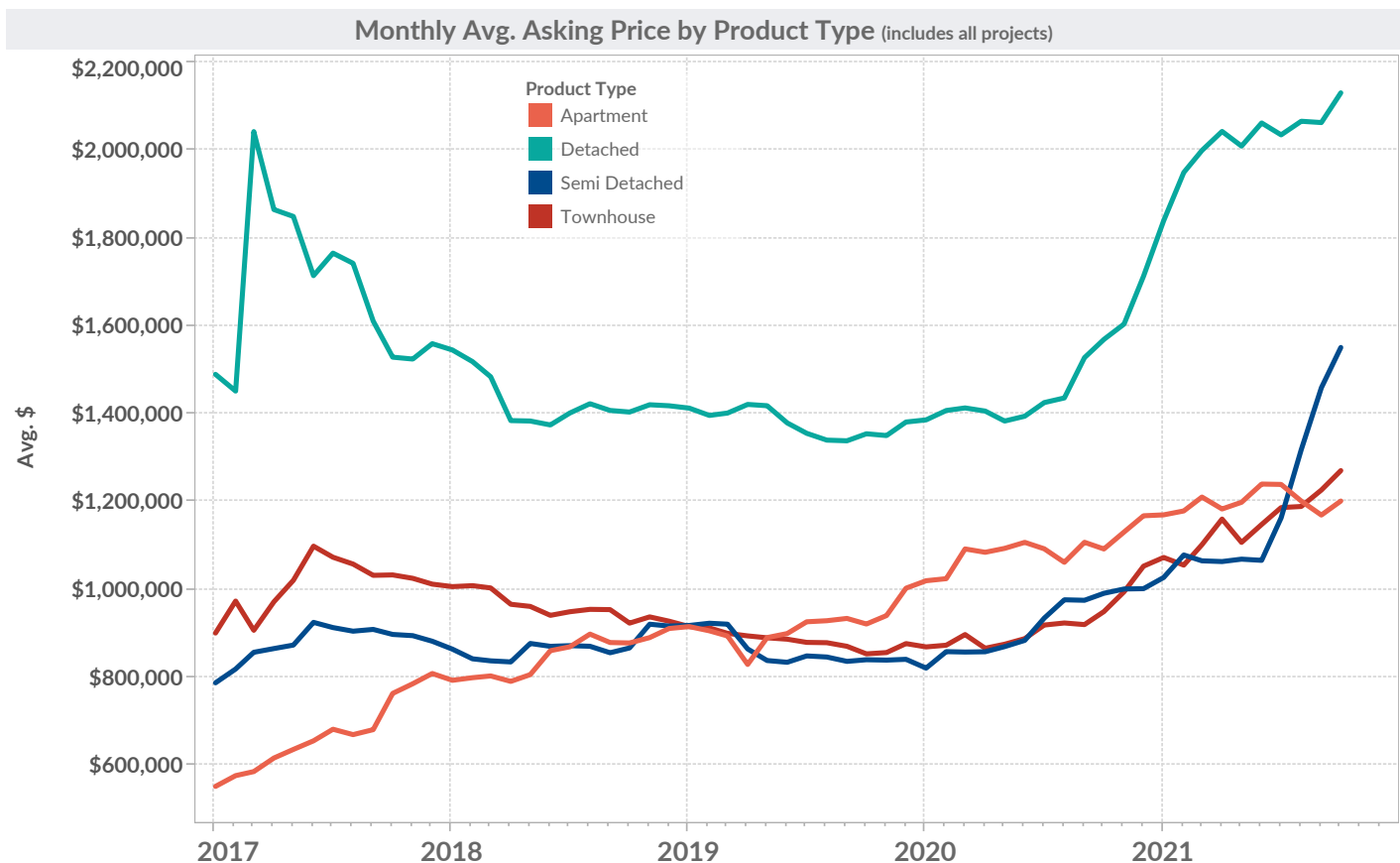
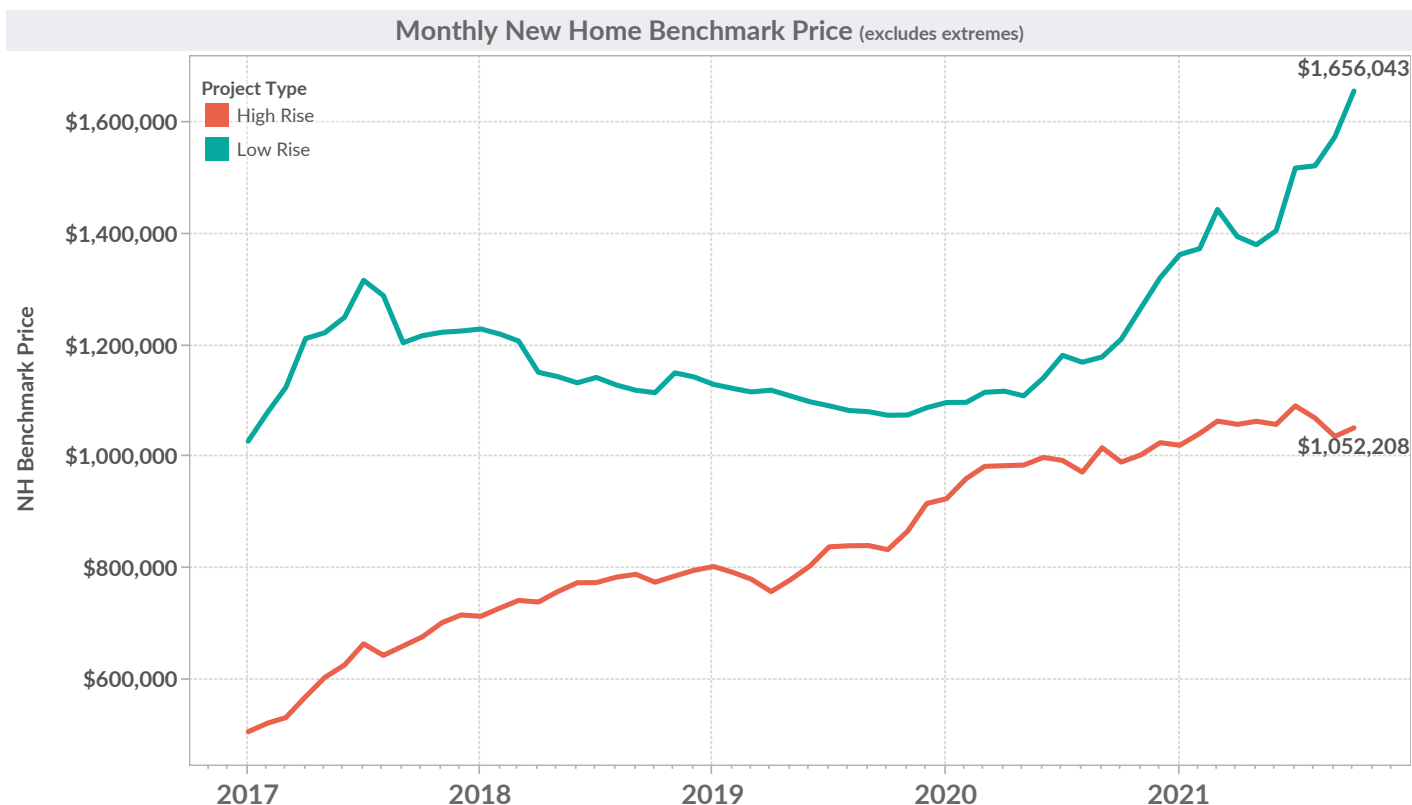
GTA - Monthly New Home Sales



GTA - Monthly New Home Remaining Inventory

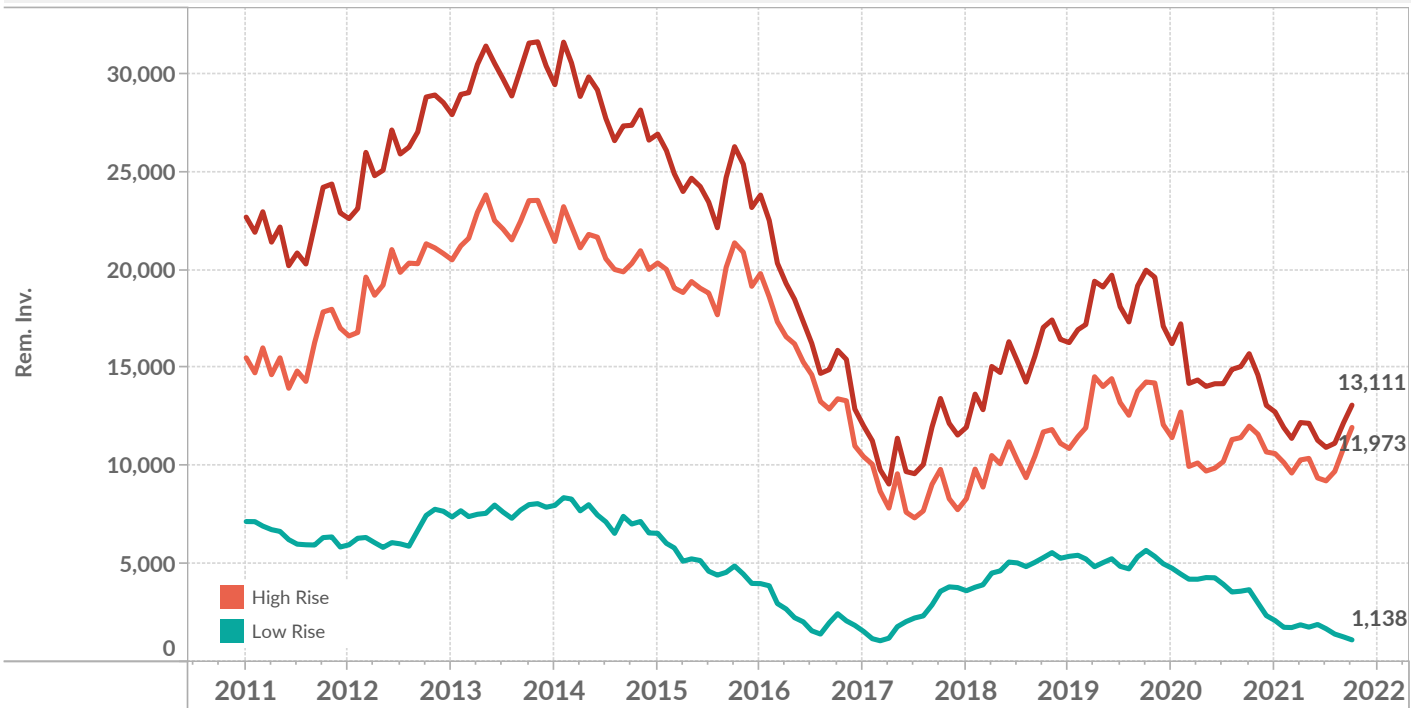


Pricing

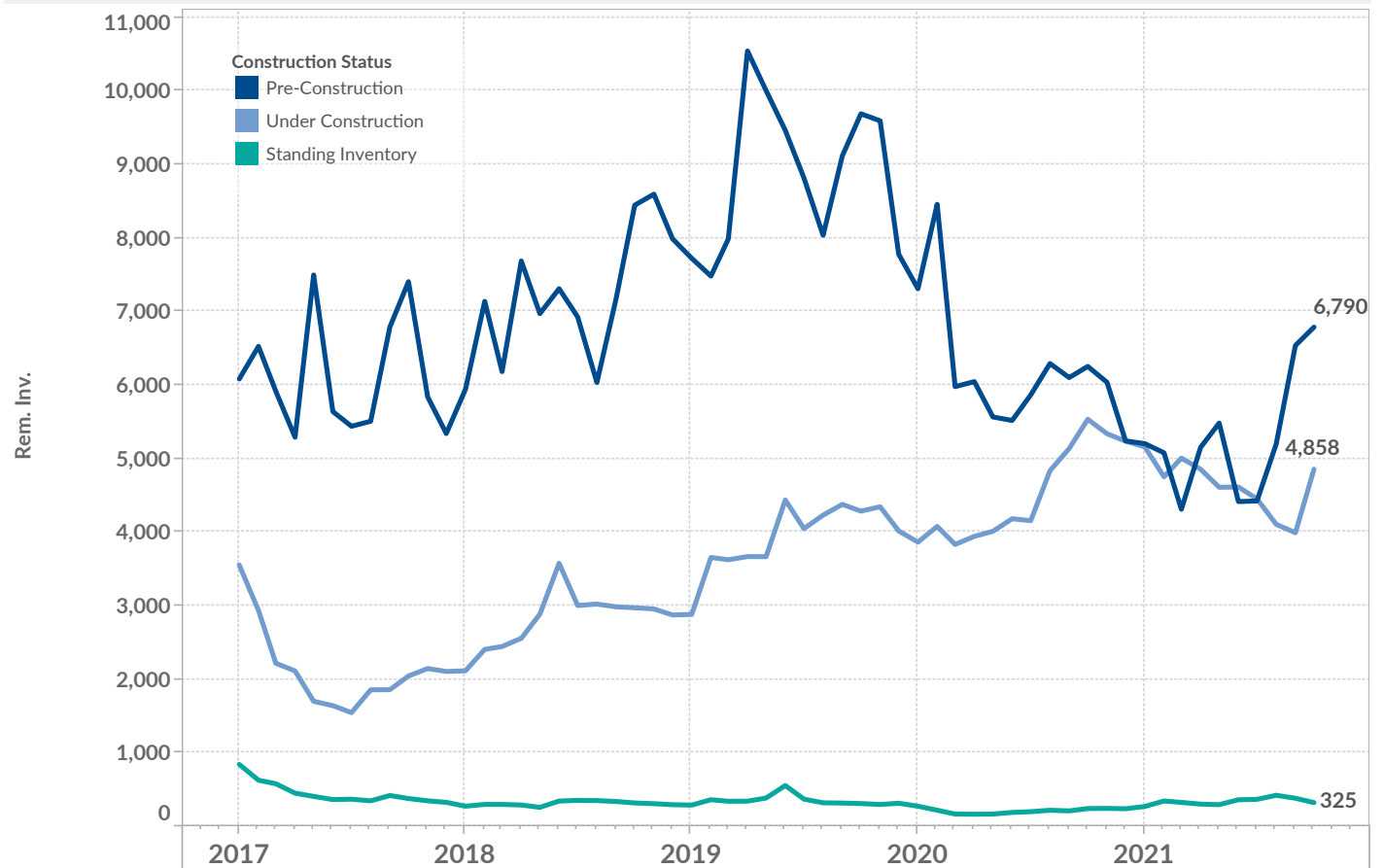


Remaining Inventory

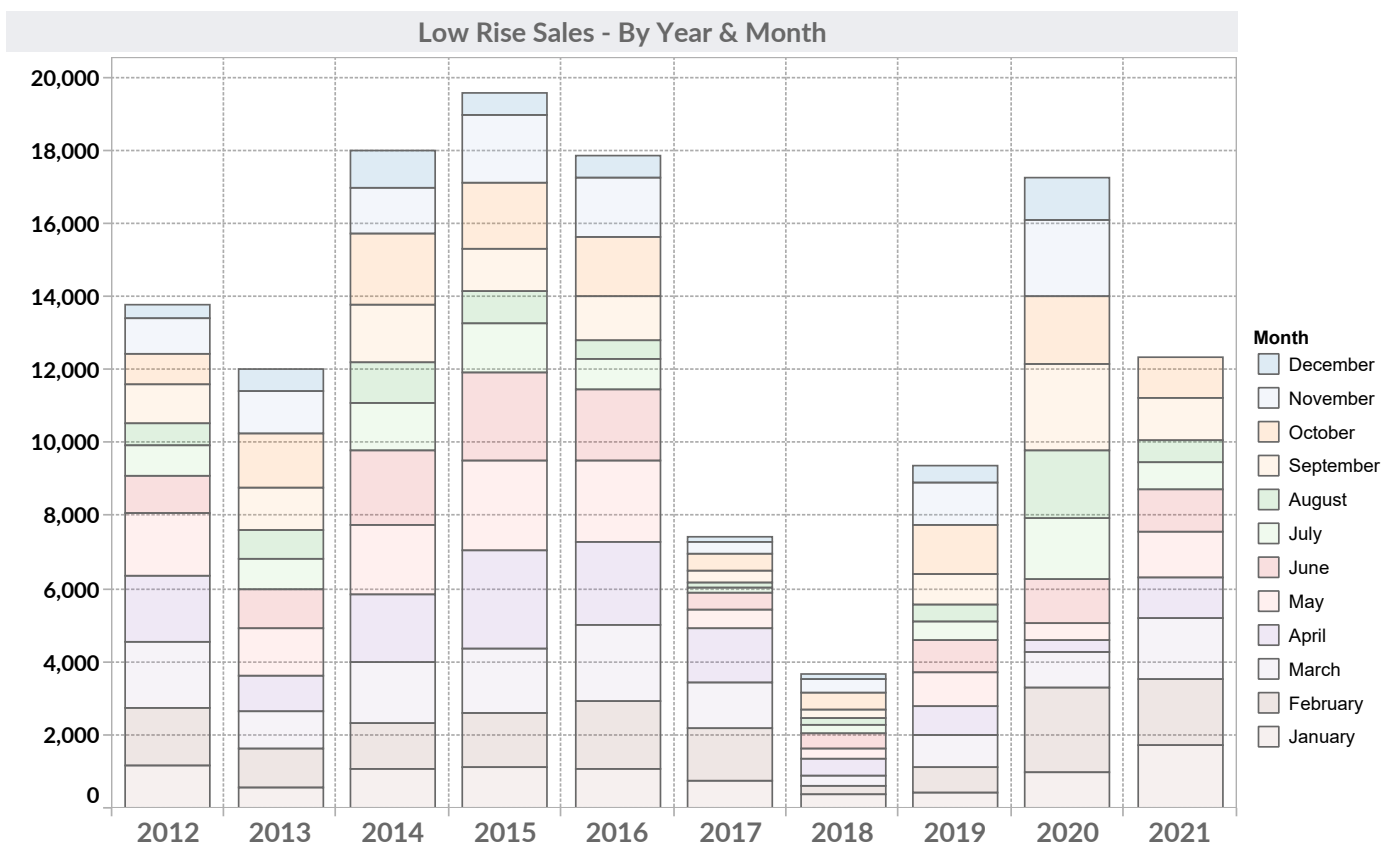
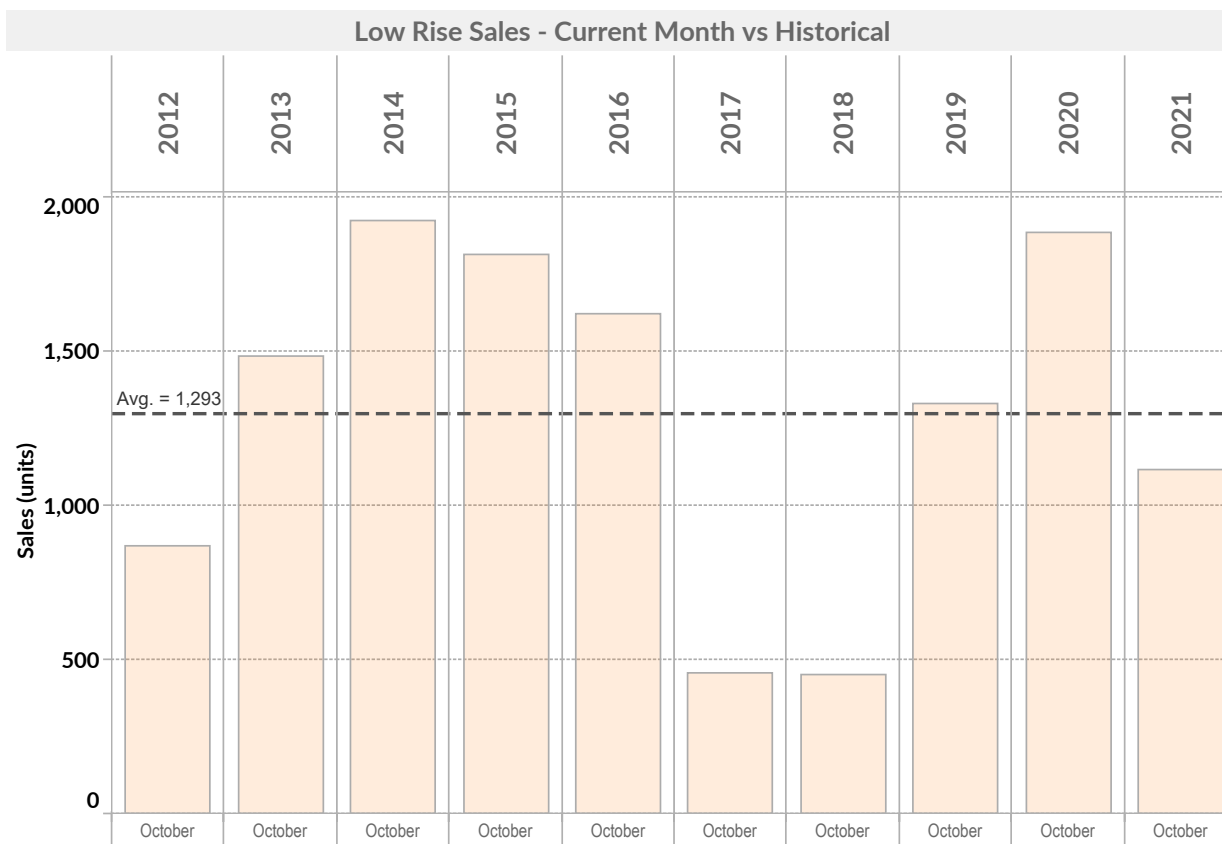
GTA - Monthly New Home Remaining Inventory



GTA - Monthly High Rise Rem. Inv. by Construction Status

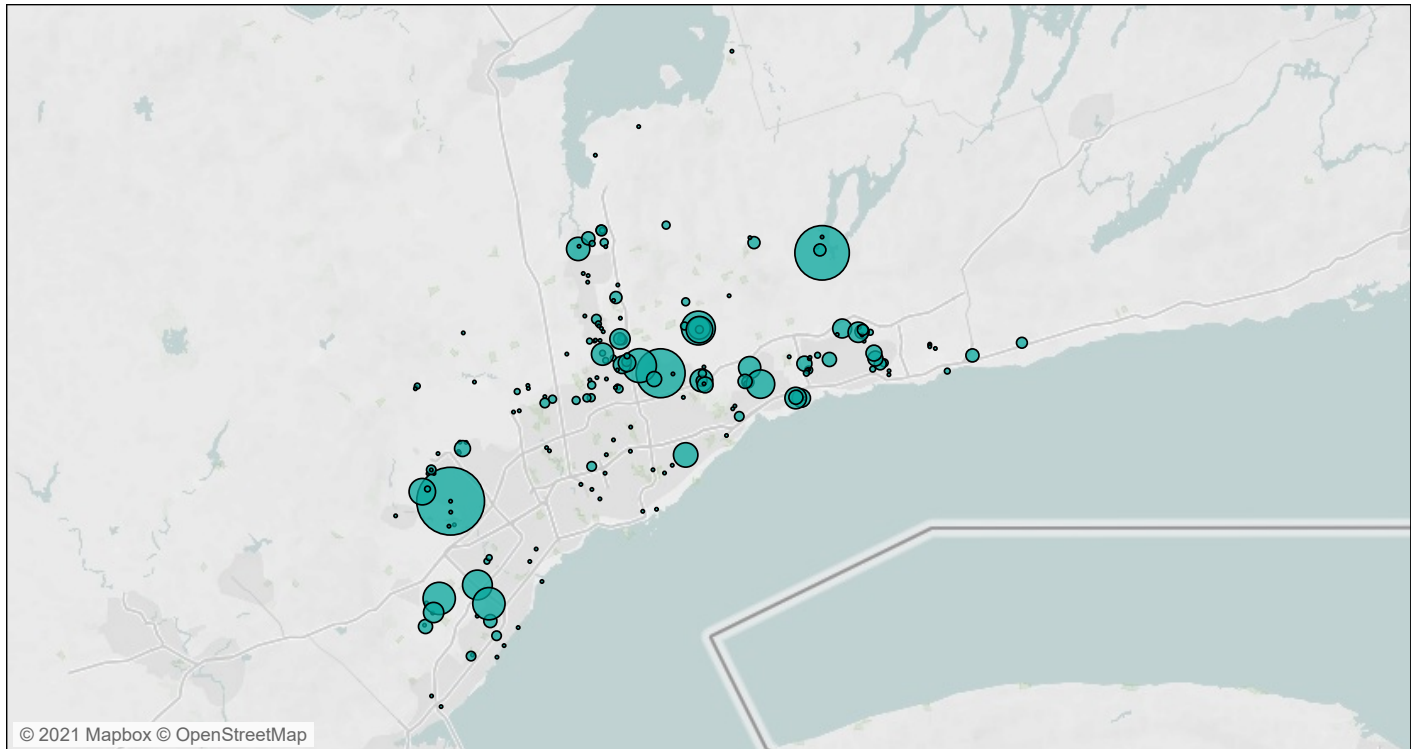


Historical Sales Comparison

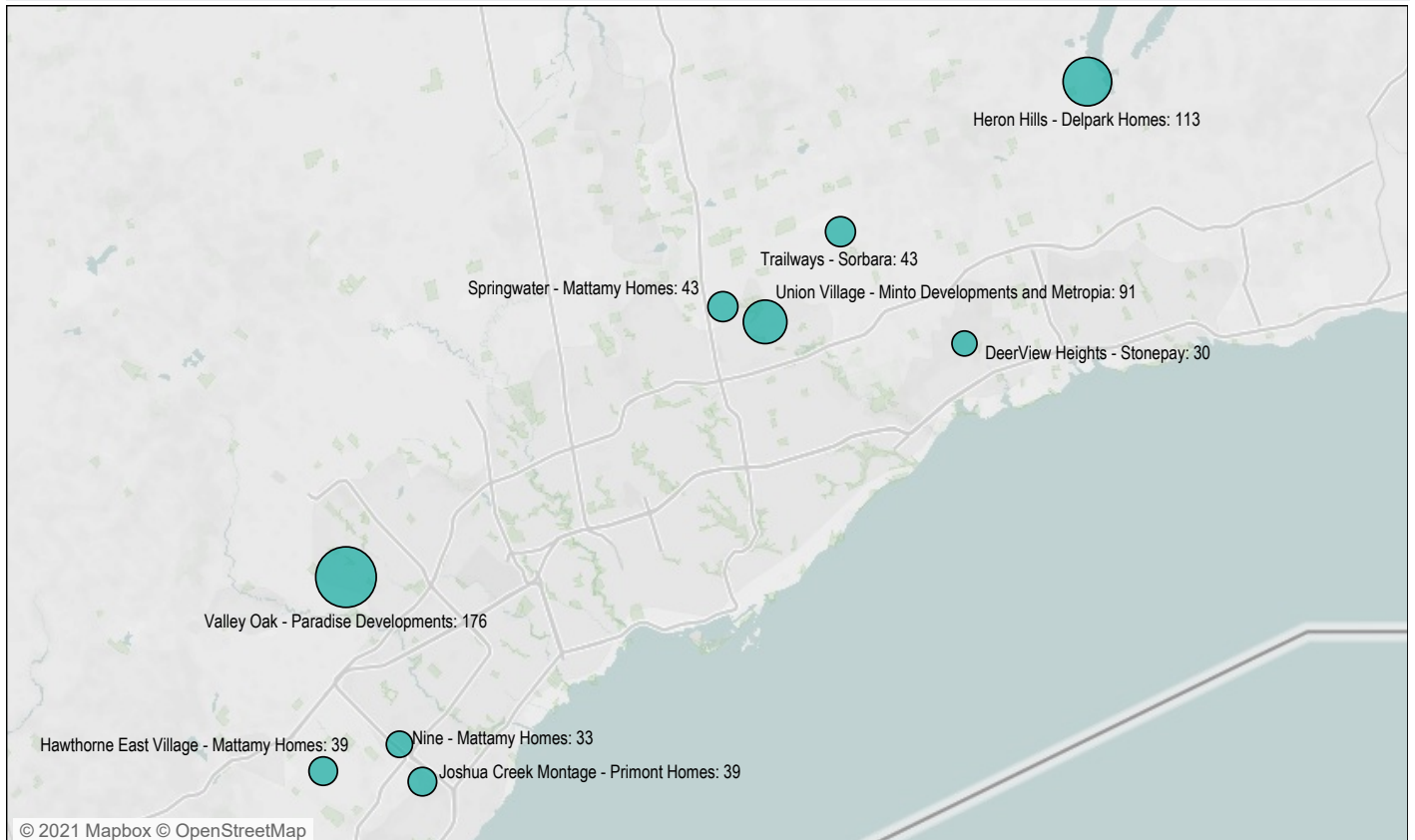


Current Sites

GTA - Active Low Rise Sites by Current Month Sales



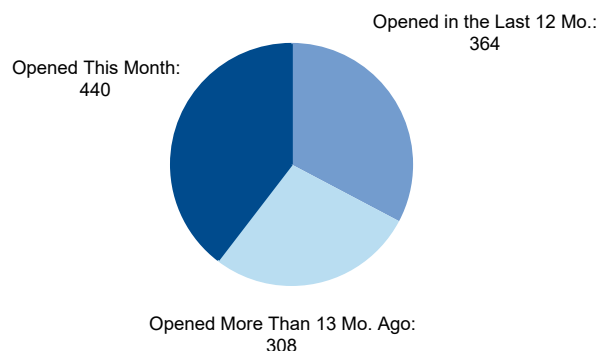
GTA - Top Sites by Current Month Sales



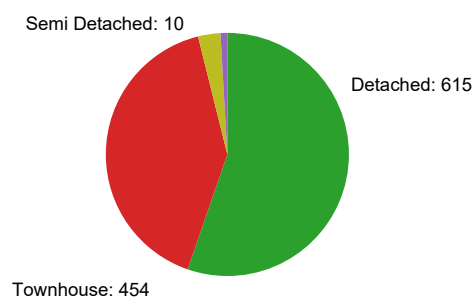
Monthly Sales Breakdown

Current Month Low Rise Sales Breakdown

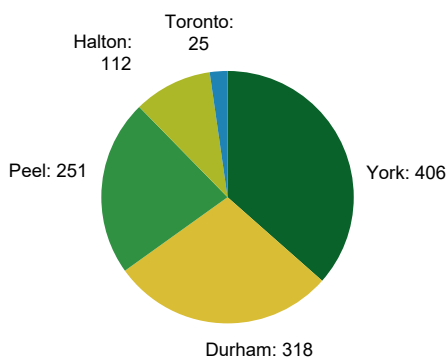
Sales by Opening Date



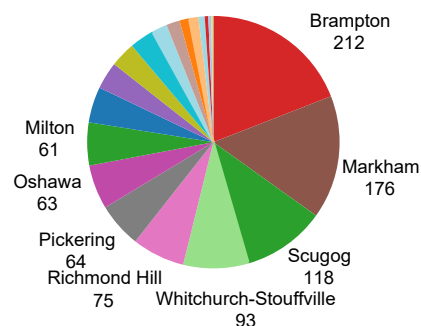
Sales by Product Type



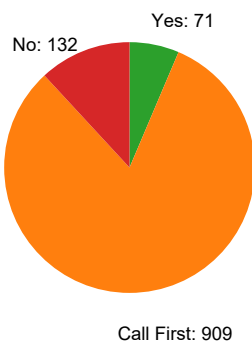
Sales by Region



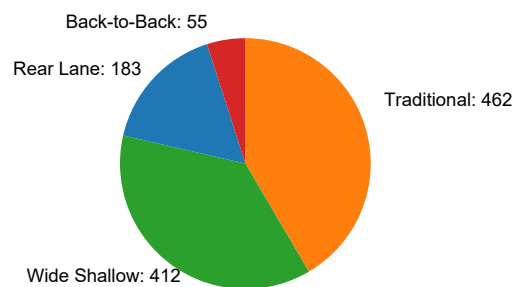
Sales by Municipality/Area



Sales by Sites with Broker Cooperation



Sales by Lot Type



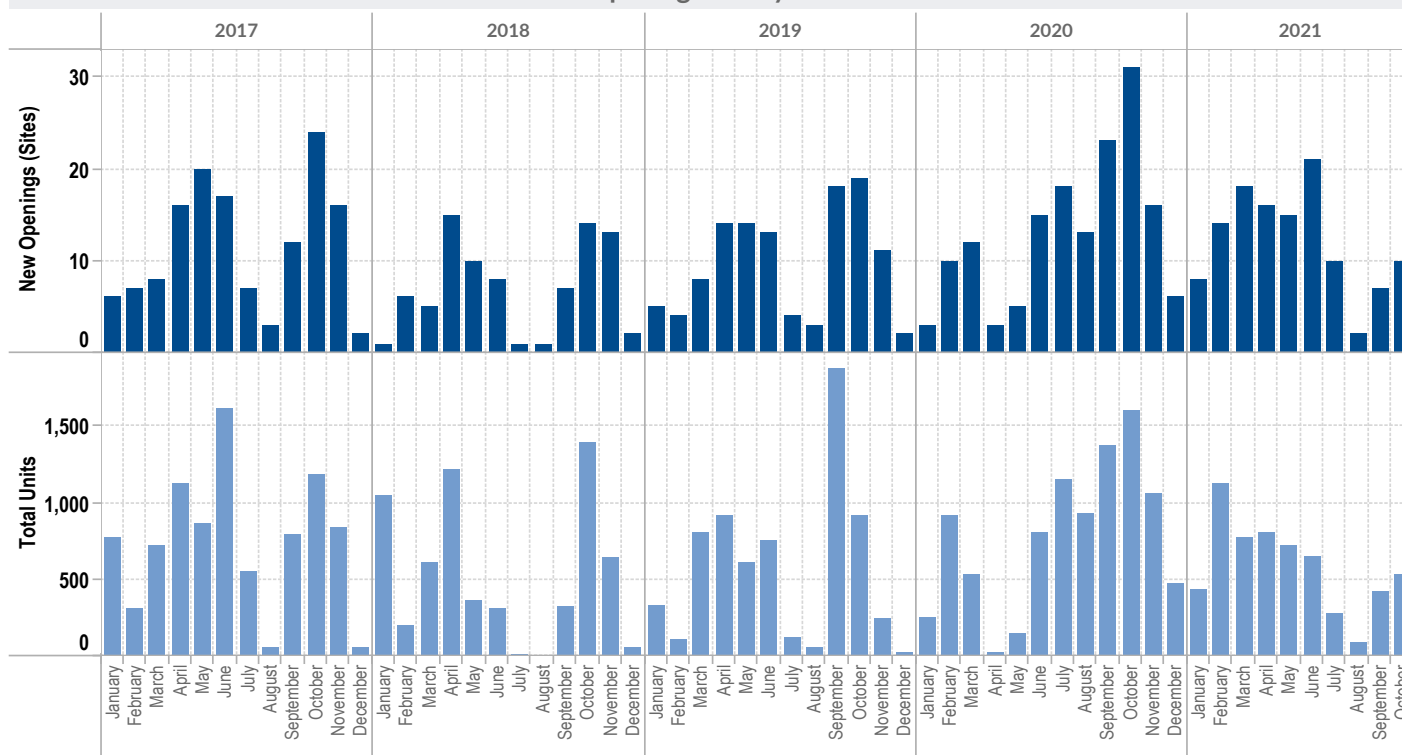
New Openings

October 2021 - Low Rise Openings - New Projects & Product Offerings

Site Name	Tenure	Municipality	opening date	No# of Units	Current Month Sales	Rem Inv	Avg. \$/SF
DeerView Heights - Stonepay	Condominium	Pickering	2021-10-01	30	30	0	
Joshua Creek Montage - Primont Homes	Freehold	Oakville	2021-10-02	16	16	0	
Towns on Bayview - Primont Homes	Freehold Common Element	Richmond Hill	2021-10-02	33	1	32	\$694
Trailways - Sorbara	Freehold	Whitchurch-Stouf..	2021-10-06	71	40	31	\$554
MILA - Madison Group	Freehold	Scarborough	2021-10-09	8	8	0	
atowns - Fieldgate Homes	Freehold	Ajax	2021-10-13	18	7	11	\$493
atowns - Paradise Developments	Freehold	Ajax	2021-10-13	17	16	1	\$493
Nine - Mattamy Homes	Freehold Common Element	Mississauga	2021-10-15	33	33	0	
Heron Hills - Delpark Homes	Freehold	Scugog	2021-10-23	113	113	0	
* Valley Oak - Paradise Developments	Freehold	Brampton	2021-10-23	190	176	14	\$626
Grand Total				529	440	89	\$617

Condominium project openings within 10 days of month end are not able to record firm sales until the following month due to rescission period.

Low Rise Opening History - Sites & Lots



Top Builders - YTD

GTA - Top Low Rise Builders by YTD Sales

Builder	2021												Total	Market Share %		Cum. Mkt. Share %	
	January	February	March	April	May	June	July	August	September	October	November	December					
Mattamy Homes	46	119	191	192	144	123	35	36	133	140			1,159	9.4%		9.4%	
Paradise Developments	74	45	32	10	75	9	3	5	101	221			575	4.7%		14.1%	
Fieldgate Homes	41	50	10	5	34	146	89	55	18	14			462	3.8%		17.8%	
Sorbara	54	61	51	16	23	50	47	25	21	58			406	3.3%		21.1%	
Remington Homes	71	34	67	70	13	21	38	19	52	9			394	3.2%		24.3%	
Laurier Homes and Yorkwood Homes		207	40	71	7	4	0	0	0	0			329	2.7%		27.0%	
Great Gulf	41	39	36	31	28	40	27	13	11	35			301	2.4%		29.4%	
Marlin Spring	41	79	72	36	10	8	16	17	12	5			296	2.4%		31.9%	
CountryWide Homes	74	71	40	10	5	30	3	12	31	17			293	2.4%		34.2%	
Treasure Hill	27	70	97	17	17	14	14	7	5	10			278	2.3%		36.5%	
Fernbrook Homes	24	47	63	32	32	15	23	6	5	0			247	2.0%		38.5%	
Regal Crest Homes	48	26	48	14	8	51	16	16	10	8			245	2.0%		40.5%	
Stafford Homes	112	38	61	1	10	6	3	5	3	3			242	2.0%		42.5%	
Aspen Ridge Homes	10	24	74	13	31	21	8	9	23	20			233	1.9%		44.3%	
Primont Homes	25	7	43	9	16	5	55	11	5	55			231	1.9%		46.2%	
Stateview Homes	4	79							147	1			231	1.9%		48.1%	
Conservatory Group	22	15	21	18	34	17	11	25	29	22			214	1.7%		49.8%	
Minto Developments and Metropia	2	0	0	112	0	0	0	0	0	91			205	1.7%		51.5%	
Lebovic Homes	39	31	48	19	26	16	10	4	5	5			203	1.6%		53.1%	
Coughlan Homes	24	44	49	18	36	9	3	3					186	1.5%		54.7%	
National Homes	75	0	0	0	0	96	0	9	1	0			181	1.5%		56.1%	
Brookfield Residential	6	11	3	3	28	15	37	38	23	15			179	1.5%		57.6%	
	1,710	1,829	1,673	1,093	1,271	1,148	719	629	1,129	1,112			12,313				

Top Builders - Last 12 Months

GTA - Top Low Rise Builders by Last 12 Months' Sales

Builder	2020		2021										Total	Market Share		Cum. Mkt. Share	
	November	December	January	February	March	April	May	June	July	August	September	October		%		%	
Mattamy Homes	132	28	46	119	191	192	144	123	35	36	133	140	1,319	8.5%		8.5%	
Paradise Developments	22	12	74	45	32	10	75	9	3	5	101	221	609	3.9%		12.4%	
Fieldgate Homes	34	43	41	50	10	5	34	146	89	55	18	14	539	3.5%		15.9%	
Sorbara	63	14	54	61	51	16	23	50	47	25	21	58	483	3.1%		19.0%	
Remington Homes	45	18	71	34	67	70	13	21	38	19	52	9	457	2.9%		21.9%	
CountryWide Homes	52	35	74	71	40	10	5	30	3	12	31	17	380	2.4%		24.4%	
Great Gulf	43	28	41	39	36	31	28	40	27	13	11	35	372	2.4%		26.8%	
Aspen Ridge Homes	90	34	10	24	74	13	31	21	8	9	23	20	357	2.3%		29.1%	
Primont Homes	66	60	25	7	43	9	16	5	55	11	5	55	357	2.3%		31.4%	
Stafford Homes	98	11	112	38	61	1	10	6	3	5	3	3	351	2.3%		33.6%	
Marlin Spring	6	45	41	79	72	36	10	8	16	17	12	5	347	2.2%		35.9%	
Treasure Hill	46	16	27	70	97	17	17	14	14	7	5	10	340	2.2%		38.1%	
Laurier Homes and Yorkwood Homes				207	40	71	7	4	0	0	0	0	329	2.1%		40.2%	
Stateview Homes	92	6	4	79							147	1	329	2.1%		42.3%	
Andrin Homes	100	42	55	35	18	5	19	9	4	15	14	0	316	2.0%		44.3%	
Regal Crest Homes	30	30	48	26	48	14	8	51	16	16	10	8	305	2.0%		46.3%	
Fernbrook Homes	33	13	24	47	63	32	32	15	23	6	5	0	293	1.9%		48.2%	
National Homes		100	75	0	0	0	0	96	0	9	1	0	281	1.8%		50.0%	
Tribute Communities	43	53	55	11	10	33	15	24	2	9	3	0	258	1.7%		51.6%	
Arista Homes	70	35	27	4	6	22	8	36	22	2	3	20	255	1.6%		53.3%	
Conservatory Group	13	25	22	15	21	18	34	17	11	25	29	22	252	1.6%		54.9%	
Zancor Homes	59	22	19	36	55	12	7	13	9	8	2	3	245	1.6%		56.5%	
	2,066	1,153	1,710	1,829	1,673	1,093	1,271	1,148	719	629	1,129	1,112	15,532				

Top Sites

GTA - Top Low Rise Sites by Current Month Sales

Site Name	Municipality	Product Type	Lot Size	2021 October
Valley Oak - Paradise Developments	Brampton	Detached	38'	108
			41'	68
		Total		176
Heron Hills - Delpark Homes	Scugog	Detached	40'	47
			45'	9
		Link	30'	26
		Townhouse	20'	31
		Total		113
Union Village - Minto Developments and Metropia	Markham	Detached	30'	1
			36'	13
			43'	33
			50'	37
		Townhouse	20'	7
		Total		91
Springwater - Mattamy Homes	Markham	Detached	30'	6
			38'	14
		Townhouse	22'	16
			23'	7
		Total		43
Trailways - Sorbara	Whitchurch-Stouffville	Detached	32'	0
			36'	1
			40'	2
		Townhouse	18'	40
			19'	0
		Total		43
Hawthorne East Village - Mattamy Homes	Milton	Detached	30'	17
			34'	1
			36'	1
		Townhouse	21'	0
			23'	20
		Total		39
Joshua Creek Montage - Primont Homes	Oakville	Detached	36'	16
			38'	1
		Townhouse	20'	22
		Total		39
Nine - Mattamy Homes	Mississauga	Townhouse	19'	20
			20'	13
		Total		33
DeerView Heights - Stonepay	Pickering	Townhouse	18'	30
				30
Cityside - Deco Homes	Whitchurch-Stouffville	Detached	36'	18
			40'	8
		Townhouse	20'	0
				26
		Total		26

Yr. Over Yr. Sales Comparison

Current Month Sales & Same Month Last Year by Municipality

Region	Municipality	October-2020					October-2021				
		Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	13		0	12	25	0			36	36
	Brock	12			2	14	0				0
	Clarington	58	4	2	43	107	10			3	13
	Oshawa	36			61	97	28	0		35	63
	Pickering	10		0	18	28	1		0	63	64
	Scugog	19	2		13	34	61	26		31	118
	Uxbridge	2		8	9	19	0			5	5
	Whitby	102	0	7	63	172	11	7	0	1	19
	Total	252	6	17	221	496	111	33	0	174	318
Halton	Burlington	2			41	43			0	0	0
	Halton Hills	16		2		18				0	0
	Milton	13		8	22	43	36			25	61
	Oakville	84			50	134	20			31	51
	Total	115		10	113	238	56		0	56	112
Peel	Brampton	173	0	12	57	242	189		8	15	212
	Caledon	138			10	148	1			3	4
	Mississauga	1		0	2	3	0		0	35	35
	Total	312	0	12	69	393	190		8	53	251
Toronto	East York										
	Etobicoke				0	0					
	North York	2			29	31	0		0	3	3
	Old Toronto			0	0	0			0	0	0
	Scarborough	1				1	0		0	22	22
	York									0	0
	Total	3		0	29	32	0		0	25	25
York	Aurora	20			4	24	4			5	9
	East Gwillimbury	53		1	22	76	36		2	1	39
	Georgina	28		3		31	0				0
	King	8			0	8	0				0
	Markham	33	3	13	130	179	137			39	176
	Newmarket	11	0	4	20	35	0	0		0	0
	Richmond Hill	22	1	21	82	126	25	0	0	50	75
	Vaughan	87	0	1	70	158	5			9	14
	Whitchurch-Stouffville	83			3	86	51			42	93
	Total	345	4	43	331	723	258	0	2	146	406
Grand Total		1,027	10	82	763	1,882	615	33	10	454	1,112

Sales & Remaining Inventory

Last 12 Months' Sales & Remaining Inventory by Municipality

Last 12 Months - Sales							Remaining Inventory				
Region	Municipality	Detached	Link	Semi Detached	Townhouse	Total	Detached	Link	Semi Detached	Townhouse	Total
Durham	Ajax	45		1	567	613	6			22	28
	Brock	62			9	71	12				12
	Clarington	235	4	2	319	560	8			13	21
	Oshawa	510	44		722	1,276	20	0		76	96
	Pickering	338		86	386	810	1		0	8	9
	Scugog	176	37		67	280	11	0		4	15
	Uxbridge	0		26	134	160	24			1	25
	Whitby	404	16	107	752	1,279	5	5	0	3	13
	Total	1,770	101	222	2,956	5,049	87	5	0	127	219
Halton	Burlington			16	230	246			0	3	3
	Halton Hills	44			101	145				7	7
	Milton	347		65	246	658	29			18	47
	Oakville	466			285	751	40			40	80
	Total	857		81	862	1,800	69		0	68	137
Peel	Brampton	1,009	2	54	389	1,454	18		0	20	38
	Caledon	543		56	305	904	19			5	24
	Mississauga	27		9	265	301	2		2	16	20
	Total	1,579	2	119	959	2,659	39		2	41	82
Toronto	East York										
	Etobicoke				8	8					
	North York	13		1	214	228	19		4	57	80
	Old Toronto			17	7	24			0	11	11
	Scarborough	15		26	90	131	3		0	1	4
	York				6	6				8	8
	Total	28		44	325	397	22		4	77	103
York	Aurora	181			30	211	19			6	25
	East Gwillimbury	714		87	79	880	102		0	3	105
	Georgina	344			11	355	2				2
	King	40			9	49	5				5
	Markham	542	12	15	960	1,529	53			10	63
	Newmarket	41	16	24	35	116	3	1		0	4
	Richmond Hill	326	0	19	848	1,193	137	0	6	143	286
	Vaughan	416	9	18	339	782	31			28	59
	Whitchurch-Stouffville	407			105	512	9			39	48
	Total	3,011	37	163	2,416	5,627	361	1	6	229	597
Grand Total		7,245	140	629	7,518	15,532	578	6	12	542	1,138

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